

PRAGMA'S

PRODUCT PROFILES

News and Information for Pick™ Operating System Users

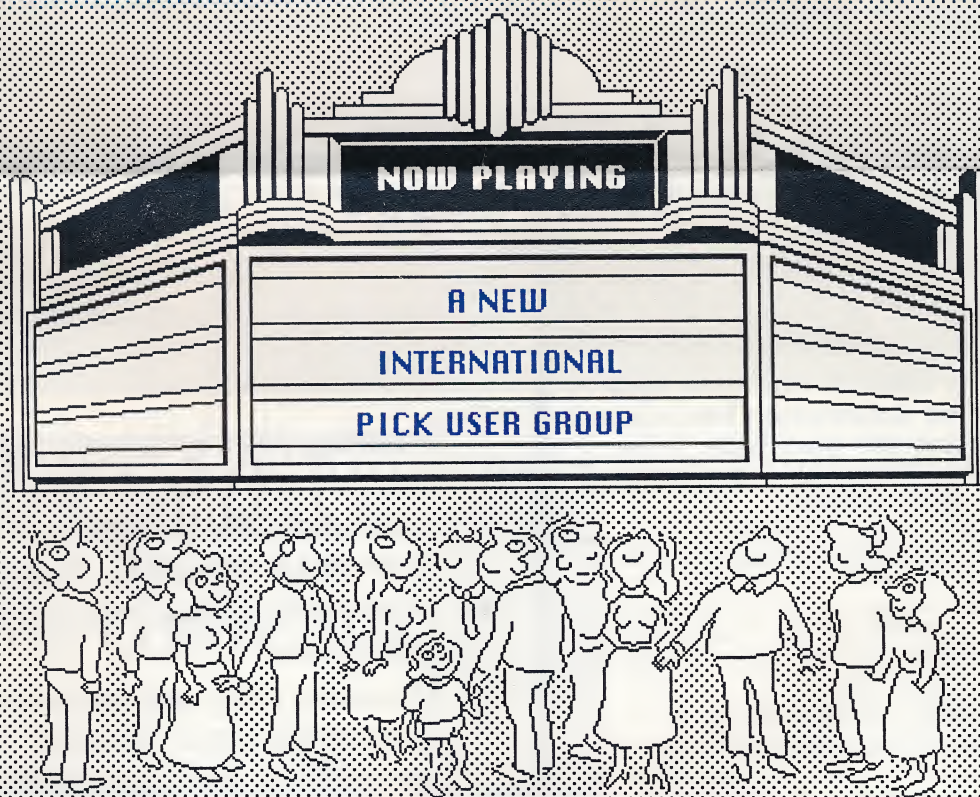
Distributed

FREE

to over 4,000 Pick
installations!

Issue Number 18

September 1985



207 GRANADA DRIVE
APTOS, CA 95003

BULK RATE
U.S. POSTAGE
PAID
APTOS, CA 95003
Permit No. 67

Address Correction Requested

Pragma's PRODUCT PROFILES

Issue #18 • September 1985

Product Profiles is published periodically by:

Semaphore Corporation

207 Granada Drive

Aptos, CA 95003

Telephone 408-688-9200

Entire contents copyright © 1985 by Semaphore Corporation • All rights reserved • No part of this publication may be reproduced in any form or by any means without prior written permission from Semaphore Corporation • Semaphore offers no warranty, either expressed or implied, for any losses due to the use of any material published in our Product Profiles •

Subscriptions are free, but are available only to Pick operating system users in the USA • Back issues are available by sending a stamped, self-addressed envelope • All material received will be considered for publication • Semaphore reserves the right to edit all submittals • Please tell us your mailing label number when calling or writing • Semaphore cannot be responsible for missing or lost issues • Send your new address at least four weeks before moving • Pick is a trademark of Pick Systems • Semaphore Corporation and its publications are not affiliated with Pick Systems in any way.

Does Your Mailing Label Say RENEW?

If the mailing label on this issue says RENEW, your free subscription has expired.

To avoid missing the next issue, renew immediately by filling out and returning this coupon!

Name: _____

Company: _____

Address: _____

City/State/ZIP: _____

Telephone: _____

☐ I use the Pick operating system and my mailing address is in the USA. Please continue sending me *Pragma's Product Profiles* free of charge.

Signature: _____

Date: _____

Return this form to:
Pragma • 207 Granada Drive • Aptos, CA 95003

A New International Pick User Group

A group calling itself the Pick-based International Community was informally organized by about 20 Pick users during a trade show in New Orleans last March. We interviewed acting president Annette Thuesen shortly before the group's first formal meeting at another show earlier this month, during which the members were scheduled to vote for the newly proposed name of International Pick Users Association.

Pragma: *Since there have been many Pick user groups of various types over the past few years, we'd like to play the devil's advocate during this interview. Why did you and the other organizers feel another user group was necessary?*

Thuesen: There are many local user groups, but they have no national emphasis or clout. There has been discussion for years that a national or international group is needed. The momentum was such that this year it finally got organized.

Pragma: *Micru was the first national Pick group, though it was strictly for Microdata users, and IDBMA started out as an international Pick group. How did the experiences of those groups affect your organization?*

Thuesen: Local user groups that have attempted to remain specific to one manufacturer, such as Microdata, have found that it was much more beneficial to open membership to all users of the Pick operating system, even the look-alikes not blessed by Pick Systems. The experience with IDBMA has made everyone very cautious about any such large user group, and there are many watchdogs who are going to make sure we

YOU CAN CHOOSE A SOLUTION AND STILL HAVE A PROBLEM.

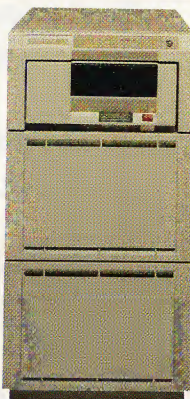


YOUR APPLICATION SOFTWARE MAKES MORE SENSE ON A MENTOR® COMPUTER

An ADDS Mentor and its enhanced PICK operating system will bring out the best in your software. You see, our operating system allows for better communication between you, your software and the Mentor computer. And since your software is vital to your business, if you can't use it to its greatest potential, you and your business have a problem. Obviously that is not the solution to your business's needs.

Not to worry. Enter ADDS, a subsidiary of NCR. We bring you Mentor. Designed to fulfill the needs of your business.

Mentor computer systems are expandable. So they'll grow as your business grows. They're



inexpensive and cost-efficient. So they'll improve your current capabilities without requiring an irresponsible expenditure.

The language Mentor understands is the language you understand. English. We call it INFO/ACCESS. It's simple enough to use, yet powerful enough to generate almost any kind of report from your database.

Talk to us. There's an expert Mentor Systems Marketer near you. That Marketer will provide you with a wide range of programs to fit your business. So you don't have to work it the other way around.

Call your nearest Mentor marketer today. And get the right solution.

IT ALL ADDS UP.

ADDS

Applied Digital Data Systems Inc.
A Subsidiary of NCR Corporation

100 Marcus Boulevard, Hauppauge, NY 11788 USA
Tel. (516) 231-5400 • Telex 510-227-9886 • Fax (516) 231-7378

remain a membership organization.

Pragma: *Some of our readers might not understand what you mean by "the experience with IDBMA".*

Thuesen: IDBMA was originally set up as a membership organization, to be essentially what our new organization is hoping to be, and instead became a for-profit corporation.

Pragma: *In the half year since March, you've been collecting a dollar in exchange for making anyone a member until your first general meeting scheduled for this month. How many of those dollars were collected, and what are they being used for?*

Thuesen: The last count I had on membership about a month ago was over 500. I don't know what the actual count is right now, because memberships are coming in daily.

Minnesota Time Sharing Presents

MICROLINK

A solution to Your
Communication Incompatibility

Microlink is a comprehensive data communication management system written especially for your McDonnell Douglas computer system.

The system uses your existing files and allows you to exchange your data with a MS DOS based personal computer as well as with other McDonnell Douglas systems.

Inquire to:
Minnesota Time Sharing
7600 23rd Avenue South
Minneapolis, MN 55450
(612) 726-9560

We have published the first issue of a journal, but it's self-supported by advertising, and we hope to keep it so. The board that was elected in March met in June in San Diego and the minimal expenses of the board for that trip were covered by the dues.

Pragma: *Let's examine your group's objectives as stated in the preamble of your proposed bylaws. First of all: "to represent the interests of the Pick community". To whom will this representation be directed, and how can it be accomplished considering how un-homogeneous the community is?*

Thuesen: One very good indicator of what we hope to accomplish is that we are now a member of the standards grouping sponsored by Pick Systems. The members consist now of the licensees, Pick Systems, and our user group.

Pragma: *Your primary objective in representing the Pick community is to be a member of this standards group?*

Thuesen: That's one of them. The membership so far has collectively voiced their opinion that the two activities our group should initially be concerned with are standards and education.

Pragma: *The Pick community is a varied bunch, with many different types of users of many different machines. How are you going to be able to represent all of them on the standards board? Is it going to be some kind of majority rule situation, or what?*

Thuesen: I hope our representative to the standards committee will be able to assimilate all the various views of the users, and be able to communicate those to the standards committee.

Pragma: *Another objective in your bylaws is*

to "promote the Pick operating system". How can the group have much hope in significantly promoting Pick when the paid-for marketing departments of a dozen or so U.S. companies are themselves already trying to do that?

Thuesen: Acceptance for the Pick system has been a grass roots movement. It has come from the users and not from the licensees or Pick themselves. I hope it will continue in both directions: national advertising campaigns by the licensees and Pick, and spreading of the word by users.

Pragma: The surveys we publish each May showed that ADDS, General Automation, McDonnell Douglas and Ultimate all together shipped only about 4,000 machines between our 1984 and 1985 surveys. For the Pick market that might be a fairly decent increase, but there are some large computer

manufacturers that ship 4,000 machines in one day. So even though Pick might continue to grow, overall it may become a smaller and smaller part of the computer industry. What are the group's feelings about the current progress toward Pick becoming well promoted and recognized? Is the situation improving, deteriorating, holding?

Thuesen: It seems to be holding. No one in the Pick world is satisfied with the acceptance of the Pick system, and the various factions involved have all got to pursue the joint goal of getting Pick well-recognized, accepted, and implemented.

Pragma: What are some actual tangible ways in which your group can promote the Pick system?

Thuesen: By promoting local user groups and their activities, we can perhaps

ABEST

COMPUTER SYSTEMS INC.

We're one of the largest ADDS stocking distributors of new and used equipment!

**THIS
MONTH'S
SPECIAL!**

ADDS 4154 EP

16 ports, 512 KB memory
150 MB Disk, 1600/3200 BPI tape

Only 2 Left
At
Unbelievable
Low Prices!

Call Mike Shebesta at ABEST, 513-232-5000
7715 Beechmont Avenue, Suite 4, Cincinnati, OH 45230

encourage them to get the word out in their local communities. There have been suggestions that we hold regional conferences not only for current Pick users, but also for the business community at large, to promote the operating system and educate those attending.

Pragma: *Shouldn't the licensees and vendors be the ones to promote Pick? Should a group of existing users really be responsible for that kind of thing?*

Thuesen: I can't apply responsibility, but I think it hasn't been done successfully to the extent that our group would like to see it. If the users have to do it, then we'll see if we can.

Pragma: *The bylaws also promise to "facilitate the exchange of information". What does that actually mean?*



The Pick System is designed to be user friendly. Now, Pick is offering three courses to make it a fast friendship.

These courses cover a range of instruction for everyone from the Pick novice to the advanced programmer.

What really makes these courses unique is that they come from the original source — Pick Systems itself. All the

courses embody Dick Pick's philosophy on data processing, and each one is taught by an instructor who is current on the

latest developments in the system. This is your chance to pick our brains about the Pick System.

For additional information send in the form to Pick Systems 1691 Browning, Irvine, California 92714 or call (714) 261-7425.

Please send a registration application and course schedule to:

Name _____
Title _____
Company _____
Address _____
City/State/Zip _____
Phone _____

Thuesen: Well, there are a lot of local user groups, over two dozen of them. We hope that we can foster an interchange of information among those user groups in the way of programs and speakers and activities. And by publishing our journal, we can get some information out to the users that perhaps they can't get any other way.

Pragma: *What's been an obstacle to users receiving information so far?*

Thuesen: One thing, we've seen isolated users throughout the nation who don't have access to user groups and to educational facilities, and who could really benefit by some of those services.

Pragma: *The Pick community is starting to get flooded with periodicals. There's our own Product Profiles, PickWorld, Spectrum, dozens of user group newsletters, and now your journal. What is the hole that your journal is filling that the others aren't already?*

Thuesen: I hope they'll all be complementing rather than competing. We don't intend to compete with any of the other publications, but to fill a need. There has been a definite concern within our group that technical journals are not available, and we hope that we can perhaps remain more on the technical side.

Pragma: *Another bylaws objective is to "develop the skills and knowledge of the members". How will that be done?*

Thuesen: I just talked with Paul Anderson at Pick Systems last week, and I'm very pleased with the educational program that they're putting together. He mentioned that video tapes are a possibility, and we would certainly like to see that. If it doesn't come from Pick Systems or another group, perhaps we'll develop a set of video training sessions.

Unlock The Secrets In Your Computer!

Pragma is a 48-page journal for Pick users published quarterly from August 1982 through February 1984. Each issue is packed with software and helpful information, including complete and debugged program listings and detailed, explanatory articles for readers at all levels of experience. Order your issues today and begin unlocking the secrets in your Pick system!

Pragma #1, August 1982: Welcome to Pragma • ZIP Code File Design • A Program for Reumbering Statement Labels • Deriving Year-to-Date Counts • VANILLA, The No-Frills Manufacturing System: The Parts File • Moletron User Profile • More Memory, Fewer Reads • SYSMAP, A Cross-Reference System • How to Flag Missing Checks • 23 Wish List Items • Computing Modules with ENGLISH® • Building ENGLISH Headings with Proc • 4 Queries • Making Item Identifiers Hash Well • Tape Handling • Patching the Exit Problem in 3.2 SCREENPRO(TM) • The Shell Game.

Pragma #2, November 1982: We Have Liftoff • A Modulo Setting Program • Black Box Formatting • TRIM.DEUM and PROFILE Utilities • SYSMAP, A Cross-Reference System: File Format Input • Gallinski Hamburg User Profile • LOOP vs. LOCATE Benchmarks • 25 Wish List Items • An Introduction to ENGLISH: Jargon • Proc Conversions • VANILLA, The No-Frills Manufacturing System: Bill of Material Input • 14 Queries • The Trouble Tree • 2 Letters • A Sultchbox for 32 Ports • Security and the DATA/BASIC(TM) Programmer • The Cookie Game • Some New Subscribers.

Pragma #3, February 1983: Is Pragma a Rare Medium, Well Done? • Edit Aides • A Proc for Cross-Referencing Q-Pointers • SYSMAP, A Cross-Reference System: Remaining File Input • Rainbow Natural Foods User Profile • More BASIC Benchmark Comparisons • Justifying Ragged Output • 13 Wish List Items • Generating Monthly Column Headings • VANILLA, The No-Frills Manufacturing System: Purchasing • 5 Queries • An Introduction to ENGLISH: More Commands • Shared Site Checklist • Converting Paint to Programs • 3 Letters • Generating Blank Forms • Animal, A Game that Learns • More New Subscribers.

Pragma #4, May 1983: Survey Says... • Pacific Valley Bank User Profile • SYSMAP, A Cross-Reference System: Dicts and Procs • Uncompiling: Unassembling Stack Code • Left vs. Right Justification Benchmarks • 4 Wish List Items • A Comparison of BASIC Implementations • More New Subscribers • An Undocumented Editor Capability • 3 Local User Group Reports • Avoiding Saved Lists with PQ-RESELECT • Self-Documenting Reports • A Query • A Survey of Hardware that Supports Pick-Style Software • Printer Trade-Offs • An Introduction to ENGLISH: Finding files • A Letter • VANILLA, The No-Frills Manufacturing System: Purchase Order Entry • The Swati Game.

Pragma #5, August 1983: Happy Birthday! • Interactive Systems Producer Profile • Uncompiling: Regenerating Source Code • A Day of Revelation • IBM Personal Computer vs. Microdata(TM) Realty® Benchmarks • VANILLA, The No-Frills Manufacturing System: Receiving • 3 Wish List Items • An Introduction to ENGLISH: Being Choosy • Converting Manual Paint to Programs • 6 Local User Group Reports • More New Subscribers • A Program that Reports File Pointer Locations • Boiler Plate Processing with Runoff(TM) • A New Query and an Old Query Answered • SYSMAP, A Cross-Reference System: Automation • Tape Types • 6 Letters • Permuted Index to the First Four Issues of Pragma • Amazing, a Maze Game.

Pragma #6, November 1983: Pick Pie Pictured • The Ubiquitous POINTER-FILE • Uncompiling: Resolving Labels • An Introduction to ENGLISH: Syntax Overview • AccuSoft Producer Profile • Rounding Out 7 Benchmarks On 5 Machines • Designing Data Entry Programs • 12 Wish List Items • GET: An Input Processor • 5 Local User Group Reports • More New Subscribers • Do You Know Your Proc Limits? • VANILLA, The No-Frills Manufacturing System: Inspection • 2 Queries • Individual Accounts or Shared Accounts? • Lock Logic Illustrated • Password Protection • Two Undocumented Conversions • A Letter • How AMAZING Works.

Pragma #7, February 1984: More New Subscribers • A New Machine Visits Pragma • Bantam Hardware Overview • Suppressing LOCKED Clauses • An Introduction to ENGLISH: WITH, BY and TOTAL • Bantam Producer Profile • VANILLA, The No-Frills Manufacturing System: Disposition • A Bantam Diary • New Benchmark Timings For 8 More Machines • 6 Local User Group Reports • GET: Source Code • A Preprocessor for Symbolic Statement Labels • 2 Wish List Items • 3 Queries • Bantam Software Overview • A Letter • The Slide Game.

Send \$25 for each 48-page back issue to:

Pragma
207 Granada Drive
Aptos, CA 95003

Another suggestion for our group has been to provide correspondence courses, where members would act as a faculty panel to give the end user some feedback.

Pragma: *You aim to be non-profit. Have you obtained that legal status yet?*

Thuesen: I don't think we have. I think we've got to be organized, and until we have a final vote on the bylaws, we aren't really an organization and cannot pursue status.

Pragma: *How many members are you shooting for?*

Thuesen: I would like to see as many people from the Pick community as possible. I don't think we have a target.

Pragma: *Has your group discussed how many users and potential members there are,*

or how many you think will join?

Thuesen: I've heard figures that there are 30,000 to 40,000 Pick users. Of course, we'd like to have every one of them as a member of our group. We have no actual target.

Pragma: *Have you been able to find a supported estimate of how many Pick users there actually are?*

Thuesen: No.

Pragma: *How many people are you expecting at your first general meeting this month during the Expo show? We haven't seen any kind of registration announcements for your group...*

Thuesen: I've been in contact with Bill Thurman, and he's been very pleased with the number of show registrations that he's been receiving. I really have no idea how many will be attending Expo, or how many will be coming to our meeting. [At press time, Pragma learned that about 50 people attended the user group meetings at Expo.]

Pragma: *Isn't Bill Thurman directing his registration efforts at any Pick user who wants to attend his Expo show? That isn't necessarily people who have been contacting you about starting a user group.*

Thuesen: Right. Bill did include a mailer on the announcement of our organization in his general mailing about Expo, and our first issue of the journal was 4,500 copies, so the information has gone out to a broad spectrum of the community.

Pragma: *So you're currently maintaining a mailing list of about 4,500?*

Thuesen: We didn't ship out the full 4,500. I think we shipped around 4,200.

Pragma: *How do you hope to reach the*

WE SPECIALIZE IN USED AND COMPATIBLE

MICRODATA

SYSTEMS - PERIPHERALS - MEMORY - PRINTERS

50 MB REFLEX I DISC DRIVES
128 MB REFLEX II DISC DRIVES
INTELLIGENT 8-WAY BOARDS, CABLES
STANDARD 8-WAY BOARDS, CABLES
128K MOS MEMORY BOARDS
16K CORE MEMORY BOARDS

ADDS VIEWPOINT CRTS

COMPLETE MOS SYSTEMS

PRINTRONIX PRINTERS

BOARD REPAIR AND EXCHANGE SERVICE AVAILABLE

Call CHUCK HAAS For Competitive Prices
Buy - Trade - Sell 513-528-5400

EASTCOMP II INC.



OVEREASY

from Crescendo Associates, Inc.

No longer will the width of your spreadsheets, reports and printouts be limited by the width of your line printer! **OVEREASY** is a software program *which takes a report and "flips" it 90 degrees*, so that it prints across the perforations. You can now create printouts which are infinitely wide!

- **OVEREASY** is similar to the Sideways product on microcomputers.
- **OVEREASY** works with most popular dot matrix printers including Epson, C. Itoh, Okidata, Mannesman Tally, and Printronix.
- **OVEREASY** takes any report out of the spooler hold file. Anything that you can get into the spooler, you can print with OVEREASY.
- **OVEREASY** works with all popular Pick-compatible spreadsheets including Realcalc, Spreadneat, Compu-sheet, Auroplan, Ulticalc, and Cal-cumentor.
- **OVEREASY** is available for all Microdata, Pick-compatible, and Prime Information Systems.
- **OVEREASY** costs just \$395!

You can order OVEREASY by writing or calling us at Crescendo Associates, Inc.

Crescendo Associates, Inc.
24350 Joy Rd., Suite 7
Redford Township, Michigan 48239
(313) 537-1919

LOCATION	
ALABAMA	1975
ALASKA	1975
ARIZONA	1975
ARKANSAS	1975
CALIFORNIA	1975
COLORADO	1975
CONNECTICUT	1975
DELAWARE	1975
FLORIDA	1975
GEORGIA	1975
HAWAII	1975
ILLINOIS	1975
INDIANA	1975
IOWA	1975
KANSAS	1975
KENTUCKY	1975
LOUISIANA	1975
MAINE	1975
MARYLAND	1975
MASSACHUSETTS	1975
MICHIGAN	1975
MINNESOTA	1975
MISSISSIPPI	1975
MISSOURI	1975
MONTANA	1975
NEBRASKA	1975
NEVADA	1975
NEW HAMPSHIRE	1975
NEW JERSEY	1975
NEW MEXICO	1975
NEW YORK	1975
NORTH CAROLINA	1975
NORTH DAKOTA	1975
OHIO	1975
OKLAHOMA	1975
OREGON	1975
PENNSYLVANIA	1975
RHODE ISLAND	1975
SOUTH CAROLINA	1975
SOUTH DAKOTA	1975
TENNESSEE	1975
TEXAS	1975
UTAH	1975
Vermont	1975
VIRGINIA	1975
WASHINGTON	1975
WEST VIRGINIA	1975
WISCONSIN	1975
WYOMING	1975
TOTAL	1975
1976	1976
1977	1977
1978	1978
1979	1979
1980	1980
1981	1981
1982	1982
1983	1983
1984	1984
1985	1985
1986	1986
1987	1987
1988	1988
1989	1989
1990	1990
1991	1991
1992	1992
1993	1993
1994	1994
1995	1995
1996	1996
1997	1997
1998	1998
1999	1999
2000	2000
2001	2001
2002	2002
2003	2003
2004	2004
2005	2005
2006	2006
2007	2007
2008	2008
2009	2009
2010	2010
2011	2011
2012	2012
2013	2013
2014	2014
2015	2015
2016	2016
2017	2017
2018	2018
2019	2019
2020	2020
2021	2021
2022	2022
2023	2023
2024	2024
2025	2025
2026	2026
2027	2027
2028	2028
2029	2029
2030	2030
2031	2031
2032	2032
2033	2033
2034	2034
2035	2035
2036	2036
2037	2037
2038	2038
2039	2039
2040	2040
2041	2041
2042	2042
2043	2043
2044	2044
2045	2045
2046	2046
2047	2047
2048	2048
2049	2049
2050	2050
2051	2051
2052	2052
2053	2053
2054	2054
2055	2055
2056	2056
2057	2057
2058	2058
2059	2059
2060	2060
2061	2061
2062	2062
2063	2063
2064	2064
2065	2065
2066	2066
2067	2067
2068	2068
2069	2069
2070	2070
2071	2071
2072	2072
2073	2073
2074	2074
2075	2075
2076	2076
2077	2077
2078	2078
2079	2079
2080	2080
2081	2081
2082	2082
2083	2083
2084	2084
2085	2085
2086	2086
2087	2087
2088	2088
2089	2089
2090	2090
2091	2091
2092	2092
2093	2093
2094	2094
2095	2095
2096	2096
2097	2097
2098	2098
2099	2099
2100	2100
2101	2101
2102	2102
2103	2103
2104	2104
2105	2105
2106	2106
2107	2107
2108	2108
2109	2109
2110	2110
2111	2111
2112	2112
2113	2113
2114	2114
2115	2115
2116	2116
2117	2117
2118	2118
2119	2119
2120	2120
2121	2121
2122	2122
2123	2123
2124	2124
2125	2125
2126	2126
2127	2127
2128	2128
2129	2129
2130	2130
2131	2131
2132	2132
2133	2133
2134	2134
2135	2135
2136	2136
2137	2137
2138	2138
2139	2139
2140	2140
2141	2141
2142	2142
2143	2143
2144	2144
2145	2145
2146	2146
2147	2147
2148	2148
2149	2149
2150	2150
2151	2151
2152	2152
2153	2153
2154	2154
2155	2155
2156	2156
2157	2157
2158	2158
2159	2159
2160	2160
2161	2161
2162	2162
2163	2163
2164	2164
2165	2165
2166	2166
2167	2167
2168	2168
2169	2169
2170	2170
2171	2171
2172	2172
2173	2173
2174	2174
2175	2175
2176	2176
2177	2177
2178	2178
2179	2179
2180	2180
2181	2181
2182	2182
2183	2183
2184	2184
2185	2185
2186	2186
2187	2187
2188	2188
2189	2189
2190	2190
2191	2191
2192	2192
2193	2193
2194	2194
2195	2195
2196	2196
2197	2197
2198	2198
2199	2199
2200	2200
2201	2201
2202	2202
2203	2203
2204	2204
2205	2205
2206	2206
2207	2207
2208	2208
2209	2209
2210	2210
2211	2211
2212	2212
2213	2213
2214	2214
2215	2215
2216	2216
2217	2217
2218	2218
2219	2219
2220	2220
2221	2221
2222	2222
2223	2223
2224	2224
2225	2225
2226	2226
2227	2227
2228	2228
2229	2229
2230	2230
2231	2231
2232	2232
2233	2233
2234	2234
2235	2235
2236	2236
2237	2237
2238	2238
2239	2239
2240	2240
2241	2241
2242	2242
2243	2243
2244	2244
2245	2245
2246	2246
2247	2247
2248	2248
2249	2249
2250	2250
2251	2251
2252	2252
2253	2253
2254	2254
2255	2255
2256	2256
2257	2257
2258	2258
2259	2259
2260	2260
2261	2261
2262	2262
2263	2263
2264	2264
2265	2265
2266	2266
2267	2267
2268	2268
2269	2269
2270	2270
2271	2271
2272	2272
2273	2273
2274	2274
2275	2275
2276	2276
2277	2277
2278	2278
2279	2279
2280	2280
2281	2281
2282	2282
2283	2283
2284	2284
2285	2285
2286	2286
2287	2287
2288	2288
2289	2289
2290	2290
2291	2291
2292	2292
2293	2293
2294	2294
2295	2295
2296	2296
2297	2297
2298	2298
2299	2299
2300	2300
2301	2301
2302	2302
2303	2303
2304	2304
2305	2305
2306	2306
2307	2307
2308	2308
2309	2309
2310	2310
2311	2311
2312	2312
2313	2313
2314	2314
2315	2315
2316	2316
2317	2317
2318	2318
2319	2319
2320	2320
2321	2321
2322	2322
2323	2323
2324	2324
2325	2325
2326	2326
2327	2327
2328	2328
2329	2329
2330	2330
2331	2331
2332	2332
2333	2333
2334	2334
2335	2335
2336	2336
2337	2337
2338	2338
2339	2339
2340	2340
2341	2341
2342	2342
2343	2343
2344	2344
2345	2345
2346	2346
2347	2347
2348	2348
2349	2349
2350	2350
2351	2351
2352	2352
2353	2353
2354	2354
2355	2355
2356	2356
2357	2357
2358	2358
2359	2359
2360	2360
2361	2361
2362	2362
2363	2363
2364	2364
2365	2365
2366	2366
2367	2367
2368	2368
2369	2369
2370	2370
2371	2371
2372	2372
2373	2373
2374	2374
2375	2375
2376	2376
2377	2377
2378	2378
2379	2379
2380	2380
2381	2381
2382	2382
2383	2383
2384	2384
2385	2385
2386	2386
2387	2387
2388	2388
2389	2389
2390	2390
2391	2391
2392	2392
2393	2393
2394	2394
2395	2395
2396	2396
2397	2397
2398	2398
2399	2399
2400	2400
2401	2401
2402	2402
2403	2403
2404	2404
2405	2405
2406	2406
2407	2407
2408	2408
2409	2409
2410	2410
2411	2411
2412	2412
2413	2413
2414	2414
2415	2415
2416	24

balance of those 30,000 to 40,000 users?

Thuesen: We really haven't discussed how we're going to do that. I'm hoping each issue we're mailing out will be seen by more than one person. The next issue of our journal will probably go only to the membership, and not be a general mailing.

Pragma: *You're aiming to be an international group. Has there been any discussion of the pros and cons of being national versus international?*

Thuesen: No. The movement was to have an organization open to anybody in the Pick community, and there are a great number of users overseas. In not wanting to exclude anybody, we've included the international.

Pragma: *As far as who your group is reaching right now, what do you think the split is between national and international users?*

Thuesen: International is probably 10%.

Pragma: *What's the story on the \$5,000 that Pick gave your group?*

Thuesen: We're looking for charter sponsors to help us organize and begin our activities. We received a donation of \$5,000 from Pick Systems, we've received a donation from John Brandon of Interactive Systems, and we've received a pledge from Don Backstrom of Deliberate Systems for \$250.

Pragma: *What do you think will persuade users to actually join your group?*

Thuesen: Many users have very definite opinions about what they would like to see and not see in the operating system, and what products and services are offered by the licensees and Pick Systems. If they see us as a forum to get their opinions expressed, that will be a motivating factor. The benefits in the way of education and information might also

be a motivating factor.

Pragma: *A year or two from now, what measure will determine whether the user group has been a success or failure?*

Thuesen: The size of the membership and the services that are offered to the membership.

Pragma: *What are the bare minimum indications of success?*

Thuesen: In membership, 500 [laughs]. The dues are going up from \$1 to \$20, so some of our current members are not sure renewals. I also hope that we do something to inspire or promote education in the universities and colleges around the country, and perhaps fill in some other voids with our education policies. I hope we'll be a strong influence in the development of standards among the licensees. Δ

A Directory of Groups

The new user group discussed in the above interview can be reached by contacting Annette Thuesen at 1198 Jefferson St. #401, San Leandro, CA 94577, (415) 352-9663. Other Pick user groups that have been regularly sending us their notices and newsletters are listed below.

California Data Base Management Association, 7822 Convoy Ct., San Diego, CA 92111, (619) 292-4707.

Central Indiana Pick Users Group, 333 W. 14th St., Indianapolis, IN 46202, (317) 635-2633.

Colorado Pick Users, Box 3154, Denver, CO 80201, (303) 321-8569.

National Capital Area Pick Users Group, 1 Farragut Square South NW, Washington, DC 20006, (202) 737-0107.

New England Reality Users Group, Box 87, Lynn, MA 01902, (617) 776-1620.

Northern California Pick Users, Box 884474, San Francisco, CA 94188, (415) 550-6061.

Pick Users Group of Arizona, 2122 E. Highland Ave. #420, Phoenix, AZ 85016, (602) 224-0026.

Pick Users Management Association, 144 W. Eagle Rd., Havertown, PA 19083, (215) 236-1700.

Pick Users of Texas, 3401 Main St., Houston, TX 77002, (713) 991-3933.

Prime Information User Group of Southern California, Box 2407, Chino, CA 91710, (213) 832-3361.

Richmond Area Pick User Group, Box 3409, Richmond, VA 23235, (804) 794-2818.

Sierra Pick Information Exchange, 6403 Coyle Ave. #150, Carmichael, CA 95608, (916) 969-1000.

Southern Arizona Pick Users Group, Box 42050, Tucson, AZ 85733, (602) 323-7500.

Utah Pick Users Group, University of Utah, 207 MBH, Salt Lake City, UT 84112, (801) 581-3171. Δ

The Password Is Prof



Enter the World of PICK Through a Complete Electronic Learning System

PROF is a hands-on, interactive learning system that will get you up to speed on PICK, quickly and easily. It's clever, entertaining, and all learning is done right on the terminal.

PROF leads you through simulated, HANDS-ON WORK SESSIONS in which you actively participate. You try every important command, and carefully review the way the system responds to each. It all happens right on the terminal. There is no book to hold on your lap.

PROF contains material that is suitable for both users and technical personnel. Give it to your application users. Use it to train new analysts and programmers.

PROF allows you to learn at your own pace. You can follow the suggested order of instruction, or quickly jump from "page" to "page" ... just like a book.

PROF has an Electronic Master Index which works just like the index at the back of a book. You can peruse the alphabetical list of subjects, then jump right into any lesson you desire.

PROF tells you exactly what to type. It then "checks" off each character as you type the right key. If you touch the wrong key, you are reminded by a single "beep." Every keystroke is screened electronically. You cannot make a mistake.

PROF covers all important aspects of PICK. This includes:

TCL	Database Concepts
EDITOR	PROC
ACCESS	DATA/BASIC

PROF is customized. There is a different version for each manufacturer of PICK-based equipment, including:

Ultimate	General Automation
Microdata	Evolution
ADDS	Pertec
CDI	Altos
Datamedia	PICK PC-XT

YES! Please send me more information about **PROF**.

Name _____
Company _____
Address _____
City _____ State _____ Zip _____
Phone () _____

You can order **PROF** by writing or calling us at

CRESCENDO Associates, Inc.

24350 JOY ROAD, SUITE 7
REDFORD TOWNSHIP, MICHIGAN 48239
(313) 537-1919



INTRODUCING THE MOST POWERFUL PICK SYSTEMS IN THEIR CLASS.

PICK users are passionate about their favorite operating system.

But there's been a problem.

They've had to either stick with obsolete minicomputers or settle for a weaker micro system.

Now CIE Systems introduces the CIES 680/100 APX and CIES 680/200 APX multi-user systems.

Which means your customers can transport their PICK applications down from a high-price mini to a high-performance 680 APX supporting up to 40 terminals simultaneously. Each doing different jobs.

CIES 680 APX systems feature 68000 processors running at 10 MHz with no wait states for up to four times the speed and throughput of other 68000 PICK implementations.

And they're fully supported by CIE and our multi-national, \$60-billion parent company, C. Itoh, with vast production capabilities and worldwide resources.

For more information, just call or write our exclusive sales representative, BONNECO, Hutton Centre, 201 E. Sandpointe Avenue, Suite 490, Santa Ana, CA., 92707, at (714) 546-0244.



PICK SYSTEMS DIVISION
A C. ITOH ELECTRONICS COMPANY

BONNECO, Exclusive Sales Representative

™ CIE 680 is a Trademark of CIE Systems, Inc. ® PICK is a Registered Trademark of PICK Systems. © 1984 CIE Systems, Inc.

CIE Systems

a giant step ahead...

201 E. Sandpointe Ave.
Suite 490
Santa Ana, CA 92707
(714) 546-0244